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The Decorator and Furnisher Supplement,

DEVOTED TO THE

Upholstery, Carpet, Furniture and House Furnishing Trades.

VOL. IX.

MARCH, 1887.

No. 6.

AMONG THE TRADES.

MERCHANTS and manufacturers alike report their business as in an exceedingly prosperous condition, and there are good reasons to believe that if the labor question can be settled in any satisfactory fashion the trade of the coming season will be almost unprecedented. We are entering an era of unparalleled prosperity in almost every sense, and only the disorganizing influence of large bodies of restless and dissatisfied laboring men can interfere with the better state of things that, doubtless, will even in spite of these obstacles, flood the country with excellent wares of all sorts, at prices the like of which was never before known.

A VERY tasteful little brochure, bearing the title "Something about Lace Curtains and Torchon Laces," and which by the way is from THE DECORATOR AND FURNISHER press, has been published by Messrs. W. H. FLETCHER & Co., of this city. In it



STORK LAMP, MADE BY ROCHESTER LAMP CO.

they announce a new and important departure in certain departments of the business. Heretofore the American buyer of Cluny Curtains, Torchon Laces, etc., has been obliged to make his purchases through a *commissionaire*, who charged from two to five per cent for his services, and then with one or two exceptions, proceeded to place the order in the hands of another middleman, who in turn added from two to ten per cent to the manufacturer's prices. The latter of course was himself obliged to make a profit on his goods. In some instances these added charges have been known to amount to no less than seventeen and one half per cent, on all of which a duty of from thirty to fifty per cent, had to be paid. By a single bold and enterprising stroke Messrs. Fletcher & Co. have wiped out all these intermediate charges, and are now able to sell the goods at first hands. Last July Arthur Nauman, the well known French manufacturer, visited New York to look after his large American trade. Messrs. Fletcher & Co. offered him such inducements that he transferred his entire business to them, and arranged to spend a large portion of the year in this country. The firm assumed his offices in Paris and elsewhere in the manufacturing districts of Eastern France, and made contracts with all his former workpeople, so that it is now enabled to deliver the goods direct from the maker and without the intervention of any middleman whatever. Already owning a large factory for Nottingham cur-

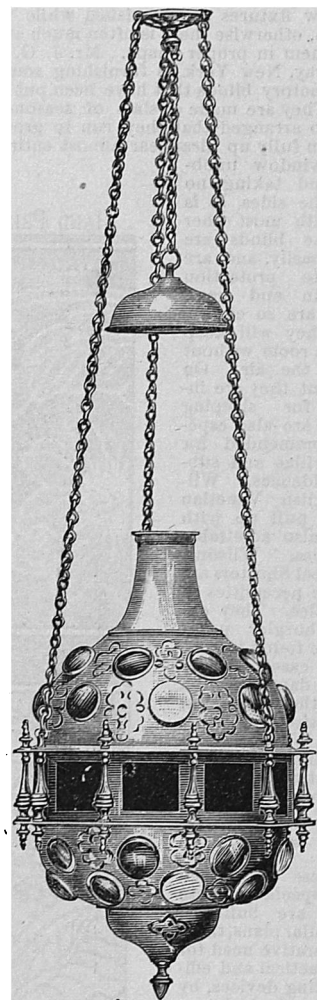
tains and nets in Ayrshire, Scotland, the capacity of which has recently been largely increased, and being agents for an important chenille manufacturer at Frankenberg, the house possesses advantages which have never before been equalled by any American concern in its line.

EVERYONE has heard more or less of the Rochester lamp and the Rochester burner, which lays claim to something remarkable in brilliancy, and the claim appears to be well sustained, as the light is unquestionably bright and noticeable. We give on this page two illustrations of the very latest productions of the ROCHESTER COMPANY, two standing lamps that are chaste in design and rich in decoration. One of them, the stork pattern, is thirty-one inches high, and as is shown in the engraving, is supported by a stem reaching from the ground. A bronze stork is the most noticeable feature in the piece and which is cast in quite an artistic manner. The lamp proper of brass is handsomely worked. The second lamp is composed largely of a bronze Ko-Ko, upon whose head is poised a large lamp bowl, the entire article being thirty-four inches in height. Mr. Upton, the President and Manager of the Rochester Lamp Co., whose retail establishment is at 1201 Broadway, and wholesale at 25 Warren Street, New York, goes to London immediately, where he will open the largest lamp exhibit ever shown, at the American Exhibition which is now being held in that city. In a country so dependent upon artificial light and where so little gas is used compared to our use of it, these lamps, with their fine illuminating power, should be a blessing to the people. With all the American travel Europe yearly absorbs and the vast sums of money left there each season by our country people, it would seem as though the hotels would progress beyond or become ashamed of their candle-light. We hope this exhibition of lamps may serve to enlighten them.

To exercise judicious care in the selection of household articles is important, but to give proper attention to their condition after they are bought is an imperative necessity, if one would get the best ser-



KO-KO LAMP, MADE BY ROCHESTER LAMP CO.



PERSIAN HANGING LANTERN.
MADE BY D. W. GRANBERY & CO., NEW YORK.

vice from them. Especially is this the case in the item of carpets. A single careless cleaning will do more toward the destruction and wearing out of carpets than months of ordinary use. The better the quality of the carpet the more important it is that the greatest care be taken in its renovating. The old style of throwing a carpet over a line and beating it with broom handles, brush or long pole, as the case might be, has been a very expensive fashion for the householder, and an excellent thing for the carpet manufacturer.

There has been many improvements in all directions in the past few years, but none that are more notable than the revolution in carpet cleaning methods and machining. Messrs. EVERY & FREEMAN, 226 East Forty-second Street, New York, have been industriously engaged in putting into their establishment every practical improvement in carpet cleaning and renovating machinery. The various processes and manner of handling adopted by this house have much to do with the excellent results obtained, and it only requires a few trials to convince careful housekeepers that the skilled cleaner is not only the most satisfactory person to employ; as far as appearances go, but that there is fifty per cent difference in the wear of the carpet by different processes of cleaning. All that the most intelligent study and research can find in the way of improvements has been incorporated in the methods of Messrs. Every & Freeman, and the confidence of their patrons is the best assurance that their efforts in this direction have been successful.

THE American public seems to have developed an insatiable appetite for fine furniture, that even the best and most continuous efforts of designers and manufacturers cannot satisfy. So imperative is this demand that several establishments have given their attention to the production of exceptionally fine articles of furniture, confining themselves to specialties, that their work may be more complete and comprehensive. Among the specialists in their line are Messrs. STEINER & HERSCHFELD, No. 50 East Fifty-ninth Street, New York. They are giving particular attention to the reproducing antique furniture of all sorts. The styles of Henry II., Henry IV., Louis XIII., XIV. and XVI. and the quaint and beautiful patterns and designs of Marie Antoinette are executed

THE DECORATOR AND FURNISHER.

with the closest attention to the finest detail, and rank among the art productions of the day in this line. There is so much showy and comparatively worthless furniture called antique, that is thrown upon the market, that it is a satisfaction to know just where really reliable and correct styles may be obtained. Messrs. Steiner & Hershfield have a right to claim from their extended experience that their goods are in every sense perfect copies of the original antiques, and that in style, finish, material and general effect they are altogether worthy of the highest confidence among connoisseurs and the public generally.

WINDOW Shutters and Blinds are necessities that must be provided before the summer sun becomes too intrusive. In fitting up houses in the early season or in building new ones, it is important that suitable window fixtures are furnished while the work is going on, otherwise there is often much annoyance in fitting them in proper shape. Mr. J. G. Wilson, 953 Broadway, New York, is furnishing some of the most satisfactory blinds that have been put upon the market. They are made of slats of seasoned wood, and are so arranged that they run in grooves and when drawn fully up disappear almost entirely, leaving the window unobstructed and taking no space at the sides, as is the case with most other sorts. The blinds are light, roll easily, and are a complete protection against sun and heat. The slats are so closely set that they will keep flies from a room without excluding the air. On this account they are invaluable for sleeping rooms and are also especially recommended for cottages, villas and suburban residences. Wilson's English Venetian Blinds, to pull up with cord, are also admirable conveniences. Wilson's Rolling Steel Shutters are among the necessities of life in cities. They are fire and burglar proof and will be found invaluable in cases where there is danger from either of these enemies. The "Hartford" Folding Blinds and Wilson's Flexible Car Blinds are valuable inventions and commend themselves at sight.

In these days when houses, especially those in cities, are built on perpendicular plans, there is an imperative need for simple, practical and efficient hoisting devices, by means of which heavy articles may be carried from the bottom to the top of the house. An incalculable amount of labor and time is saved by such means, and disfiguring of the walls, stairways and halls and much wearing of carpets is thus avoided.

Mr. JAMES MURTAUGH, 145 East Forty-second Street, New York, is manufacturing and fitting up some of the most simple and practical of appliances of this sort. In this establishment the construction of this class of conveniences is reduced to a science, and householders who have need of anything in the line of dumb waiters or hand hoisting devices will gain not only valuable information but profit by placing their orders here.

Among the specialties are safety invalid elevators, invaluable where there are infirm, aged or invalid members in families. With an arrangement of this sort these afflicted persons are not altogether shut off from the comforts and pleasures of life, but may mingle with the family and be conveyed to and from their apartments with ease and safety.

Mr. WILLIAM C. DOSCHER, 33 First Street, New York, is offering special attractions in the way of fine frames, cornices and general bric-a-brac. A visit to this establishment is productive of much pleasure, as there are many interesting points in the manufacture of these goods that are not usually known to the public.

The assortment of picture frames is particularly complete and includes all of the popular styles and some exclusive novelties upon which time and labor

has been expended. In pier and mantel mirrors the assortment is immense and varied, and connoisseurs will not fail to find in this stock articles that they may have searched for in vain elsewhere. The closest attention to detail, the best finish and the most reliable and approved styles are to be found in Mr. Doscher's warerooms.

As a nation or a people grows wiser and better it gives more attention to personal cleanliness, and especially to that form of it that is comprehended in the bath and bathing conveniences. All modern houses have bath rooms and some, at least, of the accessories that should always be found in them. But the shower, the extra foot tub and some of their needs are quite the exception, unless the house is one that was built for private use by intelligent people of means, and even then this part of the finish is too often neglected.

Messrs. HENRY STEEGER & Co. are making some exceptionally fine fittings for bath rooms, and the householder of advanced ideas should not fail to visit this establishment and note the admirable qualities and patterns of the wares displayed. Copper boilers are also among the specialties of Messrs. Steeger & Co. They are so generally used and so

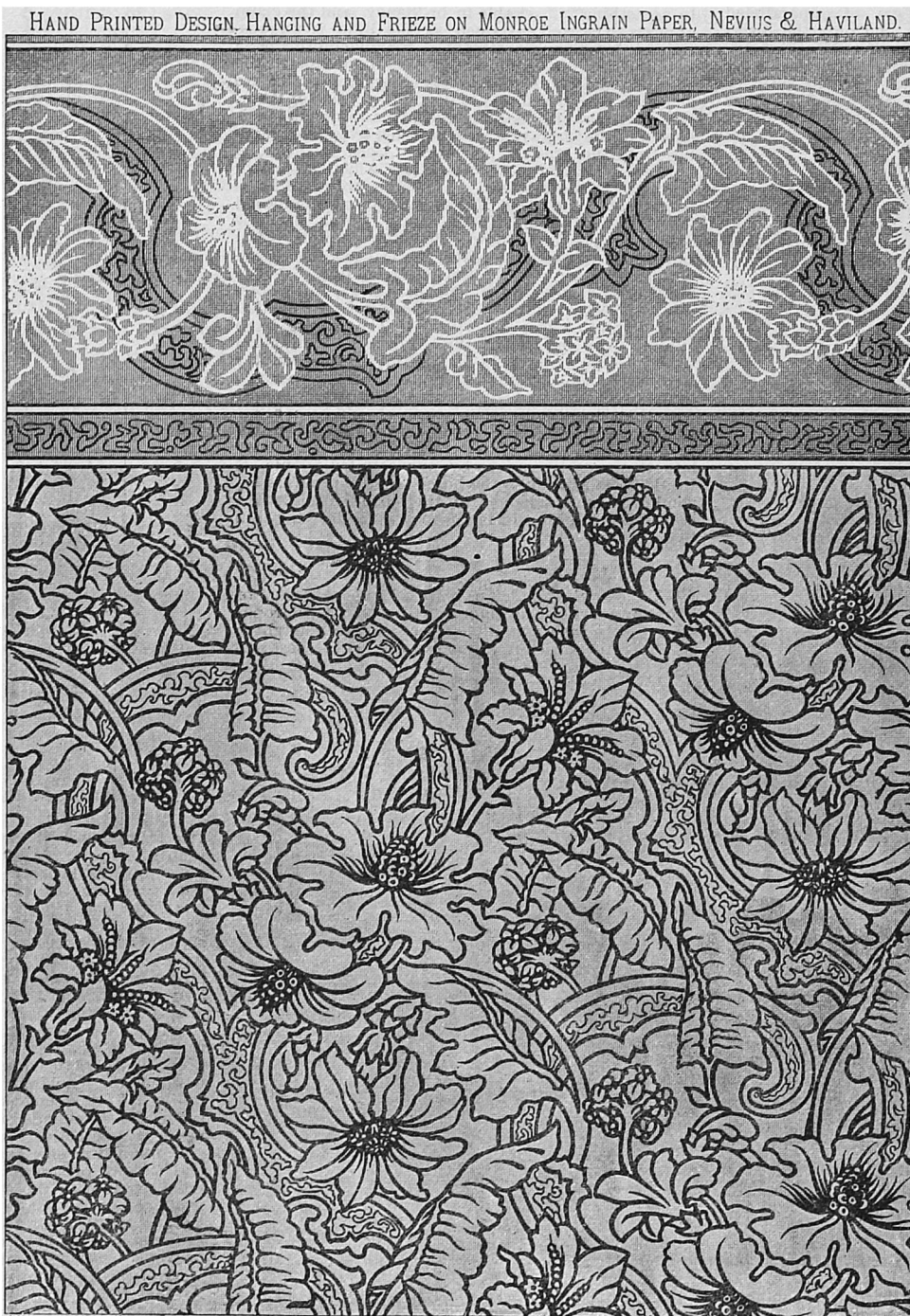
to get a better grip than upon a hard substance, prevents cramp and fatigue of the fingers, is pleasant to sense of touch and enables one to write in a clear, firm hand.

THERE seems to be a growing demand for fine and fanciful lamps. The extortions of gas companies have driven people to their use from motives of economy, and the artistic tendencies of the day demand them on account of their appearance. The conventional styles are still popular, and there are numbers of novelty designs that are not only very attractive but truly artistic. Tall lamps on brass or decorated metal standards are in high favor and are shown in the greatest variety. Hanging and table lamps are particularly interesting and are shown in many novel and graceful designs. Whether attached to the ceiling by permanent fixtures or by means of chains that permit the lamp to be raised or lowered at pleasure, the patterns are equally desirable. Among the lamp specialists may be noted THE MANUFACTURERS' SUPPLY DEPOT, at 25 Murray Street, New York, Mr. W. T. Amies, Manager. The assortment of lamps in this stock is practically endless in variety and pattern. Table lamps are especially desirable and the new style burners is admirable, giving more

light than half a dozen ordinary burners. In addition to the lamp stock at the above number are most desirable clocks, tea, dinner and toilet sets in plain and decorated styles. There are also lemonade and water sets, berry dishes, fruit sets, ice cream sets, elegant silver ware, and desirable novelties in brass, bronze and other metals. The attention of dealers is especially called to this complete assortment of novelties.

ONE of the elements of success in the construction of furniture is the good quality of the lumber used and the demand for fancy woods of all sorts creates a never ending incentive to the dealer to display a large and a diverse stock of hard woods, much of which is well seasoned and valuable, while a certain quantity is deficient in both these attributes. An assortment of woods, all in the prime condition and a most desirable stock to select from, is found at the yard of SIMPSON TOLAN, corner Eleventh Avenue and Twenty-fourth Street, New York. The specialties are walnut, oak (quartered), ash, cherry, butternut and mahogany, the full line of varieties in each.

THE passage of the amended patent law will go far to work a revolution in the arts of design in this country. Its first effect will doubtless be felt in the carpet industry, and in fact the enactment of the law is due almost entirely to the efforts of three or four of the leading manufacturers of these goods. The old law pretended to protect the artist who invented a new pattern. It really did nothing of the kind, since the courts so interpreted it that he was required to show just how much of the profit arising from the sale of a piece of goods came from the design, which it was of course impossible to do. As a result, while the Bigelow, Hartford, Lowell and Alexander Smith & Sons' Companies spent thousands upon thousands of dollars annually in their design departments, engaging at large salaries the finest designers they could find in Europe, they have been unable to prevent their choicest patterns from being copied by unscrupulous pirates, who immediately put them upon the market in inferior goods. Very few not directly connected with the business have any idea or the extent to which this rascality has been carried. Philadelphia alone makes 22,000,000 yards of carpets annually, and it is safe to say that the patterns of nearly 20,000,000 of these were stolen. The new law fixes an absolute penalty for the first offense, and gives heavy damages for subsequent thefts, so that robbery will now be an expensive amusement. The justice of the measure was so apparent that it passed the United States Senate unanimously and the House of Representatives by a



important in every house, that the latest improvements are interesting to every individual who is interested in the health and happiness of the human family.

A FINGER shield for the pen is manufactured by PARKER, STERN & SUTTON, 79 Centre Street, New York. Some of its good points are: It has a great moral influence—it keeps one's "hands clean;" cleanliness is not only next to godliness, but it is a great thing for an editor "to keep his hands clean" in this age. Besides this, it is a decided economist; for drop your holder—no matter how quickly or absent-mindedly—the pen cannot roll off the desk to spoil your pen and waste ink by spattering it upon the carpet or over the desk and papers on which it rests. Being soft and yielding it enables the writer

THE DECORATOR AND FURNISHER.



CORNER OF CANOPY AND TENT BACKGROUND AT THE OLD GUARD BALL, METROPOLITAN OPERA HOUSE.

vote of over seven to one. Things had reached a point where the whole machinery of the United States Courts seemed arrayed against originality and artistic effort in American manufacture.

THE statement that of the twenty-two million yards of carpet annually made in Philadelphia twenty million bear stolen patterns on their faces, perhaps, needs qualification. There are honest manufacturers



A DECORATIVE CORNER AT THE OLD GUARD BALL.

even in Philadelphia, but no man outside a dime museum requires all the fingers on his hands to enumerate them. Messrs. JAMES & GEO. D. BROMLEY are so prominent an exception to the rule of theft as to merit special notice. They employ good designers and pay high prices for exceptionally good ingrain patterns, and like their competitors, have suffered from the depredations of the Philadelphia gang. Nothing better or stronger has been done in ingrain carpets for many years than the weave which Messrs. Bromley have introduced, and for which a patent has been granted them. It

is so exceptional for a Philadelphia manufacturer to introduce a novelty that especial praise is due them. Their line for the present season has very seldom been surpassed for originality, and several of their patterns entitle them to rank with the best that have ever been put into a loom. This is very high praise, but it is nothing more than the Messrs. Bromley deserve. Under the new regime, in which brains and intelligence are bound to tell, Messrs. James & Geo. D. Bromley will be found in the front rank. It is one thing to spend money on patterns, but quite another to make the expenditure judicious, and this firm have not only the liberality to secure the best talent but the ability to use it to the best advantage.

Possessing one of the most perfectly appointed mills in the country, belonging to a family which has a record extending back to the very beginning of American manufacturing history, the members of this firm have the training and the facilities for the production of carpets, which in form and pattern are surpassed by those of no other concern in this country.

DURING a recent debate in Congress the House Committee on Patents reported that the four or five leading American carpet manufacturers each expended annually from \$50,000 to \$60,000 in salaries to designers and the incidentals connected with designing. Among these the Bigelow Carpet Co. of course stands preeminent as the original power-loom manufacturers of Wiltons and Body Brussels, Mr. E. B. Bigelow having been the inventor of the machine used everywhere in the world in the production of these goods. For years it has maintained a corps of the most skillful designers that could be procured from France, Germany and England, and has even drawn on Japan for oriental patterns and colors.

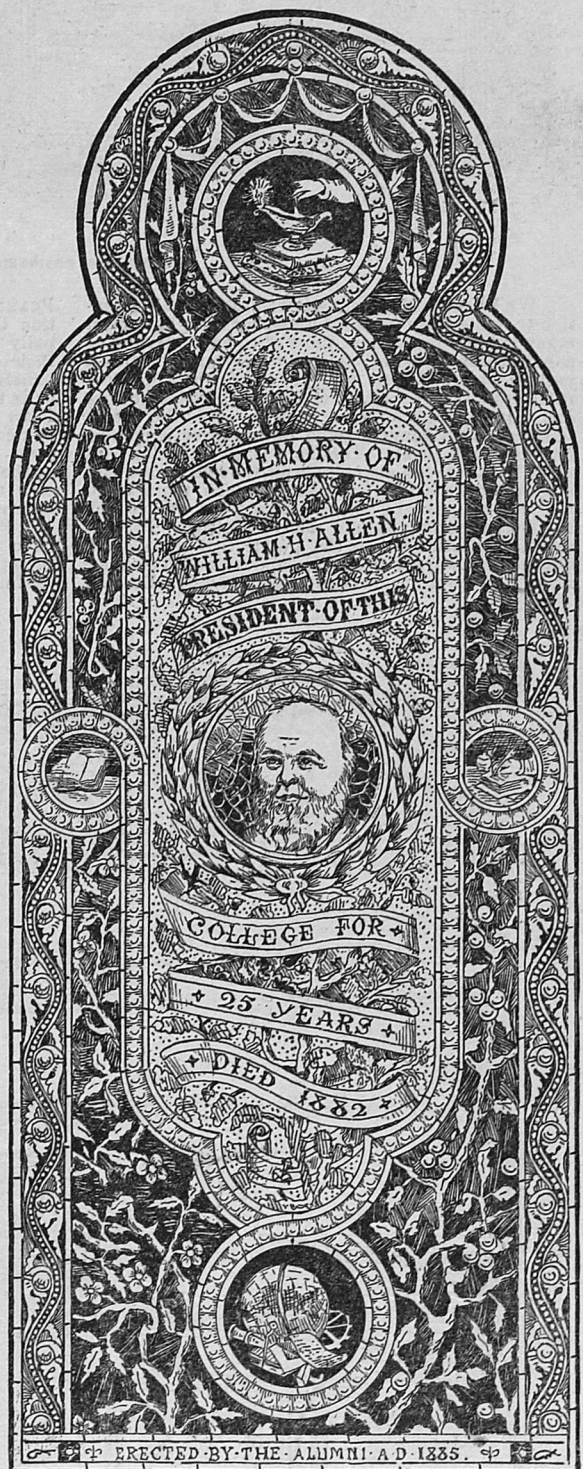
Some years ago Dr. Dresser in his "Arts of Design" remarked that, "Judging from the carpets which they order I imagine that nowhere on earth is taste in matter of decorative art so depraved as in America."

To-day there is hardly one of the few English travelers who still annually cross the ocean to pay complimentary visits to their old customers, that does not bring with him copies of Bigelow patterns of the previous season, and it is within our own knowledge that a representative of a prominent Kidderminster manufacturer not long ago asked a leading New York jobbing house for a set of Bigelow patterns, from which he proposed to take orders for future production. Imitation is the sincerest flattery, and so long as it is confined to our English friends, who have long since abandoned any serious attempt to compete with the American carpet manufacturer in this country, it is rather pleasant than otherwise. But where some domestic maker of "stouts" or other cheap imitation of a full framed Body Brussels or Wilton coolly appropriates the patterns which have taken months of labor and thousands of dollars to produce and brings them out in an inferior and almost worthless fabric, imitation becomes a somewhat expensive form of flattery, that is for the flattered party in the transaction. And yet, through the insufficiency of the patent laws the three or four leading carpet manufacturers have been systematically plundered by men without conscience, but with means enough to evade justice. In spite of the opposition of this organized piracy Congress has at last reconstructed the law, so that ample penalties can be inflicted and the public protected from this form of fraud. Hereafter the designs of the Bigelow Co. can be had only in the goods of the company, and as the word "Bigelow" is woven in white letters on the back of every yard of its Wilton and Body Brussels the most inexperienced buyer need never be deceived.

THE revolution the new law of Design Patents, elsewhere referred to, is destined to work in the Industrial Arts, will enure to the benefit of no other concern more thoroughly than to Messrs. WARREN, FULLER & LANGE, the well known wall paper manu-

facturers, for no other firm in this country, or abroad for that matter, has ever surpassed their lavish outlay for original designs in their line of business. And this outlay has been directed by so high an order of intelligence that the results have been gratifying in the extreme. Having the courage of their convictions they have kept themselves constantly in advance of the public taste they were educating and, never following, have steadily led step by step to higher planes of artistic appreciation. Defeat in so honorable an effort would not have been without its compensations, but that they have won a commercial success through such lofty aims is alike creditable to the house and the people it has compelled at first to endure and finally embrace the highest types of decorative work. It is not too much to say that a very large part of what is most worthy in the interior decoration of New York houses to-day is due to the examples set before manufacturers and artisans in other lines by Messrs. Warren, Fuller & Lange.

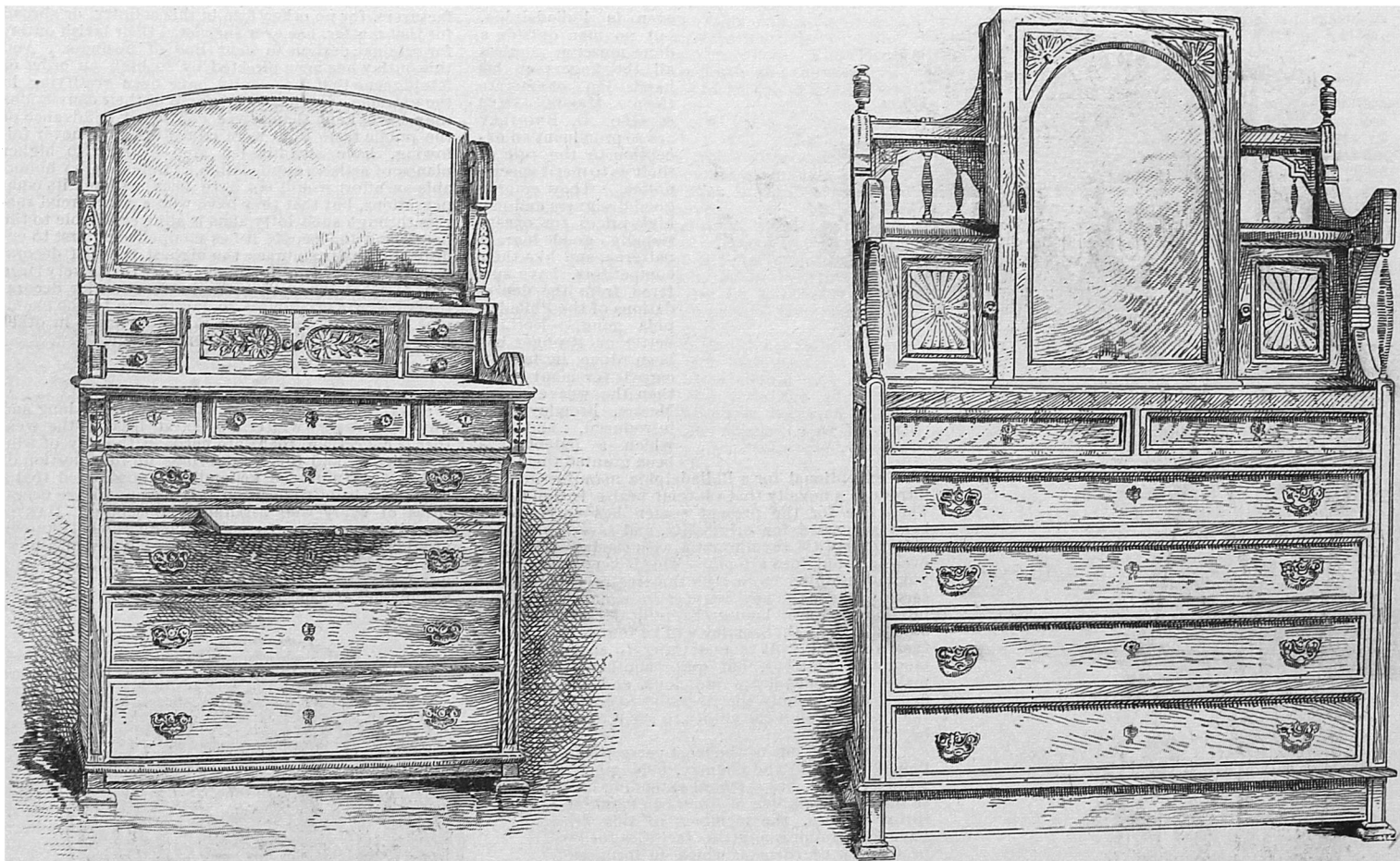
WITH the prospect of sunshine after a long and unusually dreary winter, so far at least as the weather is concerned, there are needs in the way of window shades, and this want brings up the question of rollers. It must be generally acknowledged that a first class shade roller is one of the imperative necessities of every well regulated household. HARTSHORN'S SHADE ROLLERS are among the best known of all household requisites, and having now an almost world-wide reputation for accuracy of action and durability, they are determined to maintain their well deserved reputation even in the midst of sharp



DESIGNED AND ERECTED IN GIRARD COLLEGE CHAPEL, MAY 21, 1885, BY THE KEYSTONE STAINED GLASS WORKS, PHILADELPHIA.

competition. Using only the best materials, and with that skill and perfection of detail only acquired by long practice, the manufacturers of this admirable device are able to offer at a very reasonable figure the very best grade of goods.

THE DECORATOR AND FURNISHER.



CHEFFONIERS, DESIGNED AND MANUFACTURED BY NELSON, MATTER & CO., GRAND RAPIDS, MICH.

We have had frequent opportunity to call attention to imitations of stained glass, for there have been many imitations given us, most of them consisting of a gelatinous material, transparent, stamped with a pattern (many of them very good), outlined in heavy rules imitative of lead, printed in appropriate colors and requiring only ordinary care to apply the sheets to the ordinary window pane or wherever it may be desired to put them. This idea is good so far as it goes, but there is a step higher in the imitative work, a compromise between the sheet which requires no original thought and the genuine glass work which has been the admiration of many centuries. There is another imitation before the public that excels the old in many ways and has an appearance of solidity associated heretofore with the genuine only. EUGENE

PEARL, 23 Union Square, New York, makes the Venetian Glass Staining, a pastime or a pleasure principally intended for ladies, enabling them to create their own designs upon glass, making them into panels that serve as the decorative portion of screens or as transparencies to hang upon the window. Mr. Pearl supplies his students in this art with a color box containing all the implements and paints necessary. A sheet of glass, that used for window panes or the more decorative crackle, is traced with a design made or selected by the worker, the tracing covered with leaden strips (plentifully supplied in Mr. Pearl's outfit), which when attached to the glass have a realistic, deceptive appearance that would prompt even a close inspection to pronounce the real lead itself. The interstices within these leaden lines

are then stained with the liquid colors (also a part of the outfit), the appropriate shades of course being employed, and the joints in the leads are touched with a prepared solder, making them appear still more natural. The reverse is leaded in the same way and the panel is ready for framing or for such setting as it may be intended. We hesitate to commend any article that is imitative *per se*, but this is a clever device, it is calculated to become a popular occupation for ladies, it demands an inventive thought and gives a pleasant duty to the brain in the creating of new designs and the harmonizing of colors, and it will arouse a desire for the real glass, while it will hardly usurp the place of the more expensive material with any one who can afford to indulge in that richness and luxury.



BEDROOM SUITE, DESIGNED AND MANUFACTURED BY NELSON, MATTER & CO., GRAND RAPIDS, MICH.